

Extended Contractor Initial Support (ECIS)for Foreign Military Sales Programs

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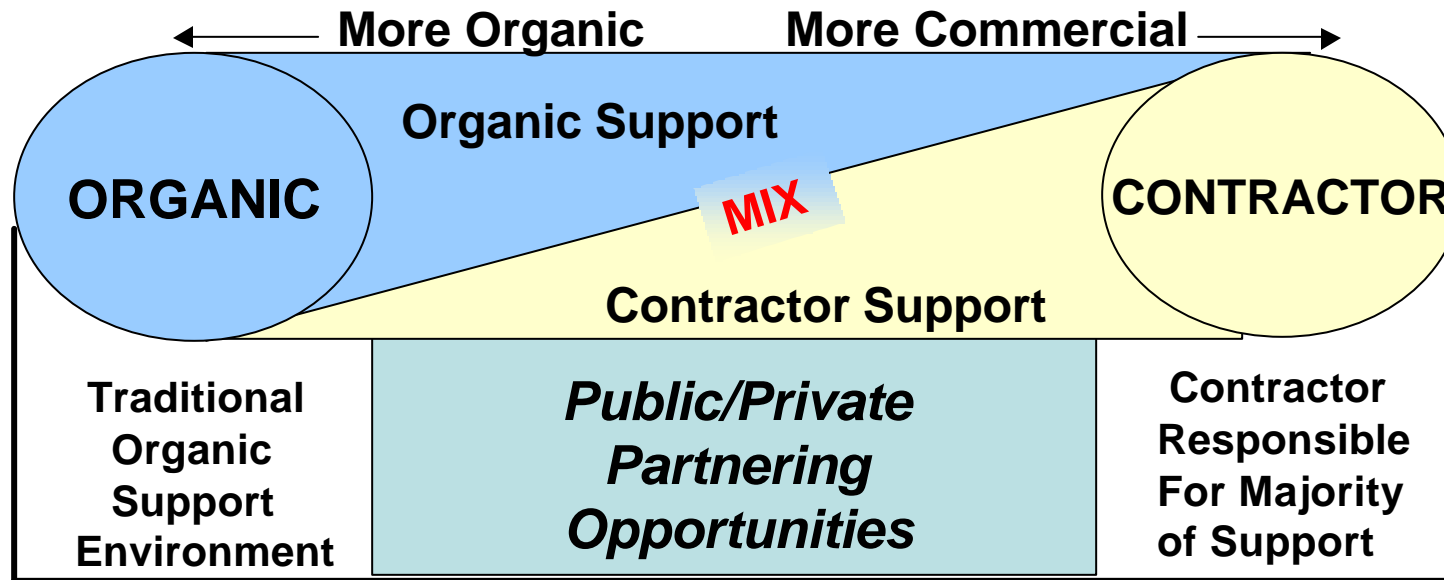
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EXTENDED CONTRACTOR INITIAL SUPPORT (ECIS)

- **Traditional FMS logistics support**
 - **Initial Support at Initial Operating Capability (IOC)**
 - Full O/I-level capability
 - Selected depot capability
 - 2-year spares package
 - Training as required
 - Contractor assistance as requested
 - **Follow-on Support**
 - Separate FMS cases for:
 - Spares replenishment
 - Repair of Repairables (ROR)
 - Publication updates
 - Phased in depot capability
 - Technical assistance
- **Problems**
 - Substantial front-loaded investment
 - MILPERS retention
 - Extended supply chain

Spectrum of PBL Strategies



PBL strategies will vary along this spectrum depending on:

PBL Highlights

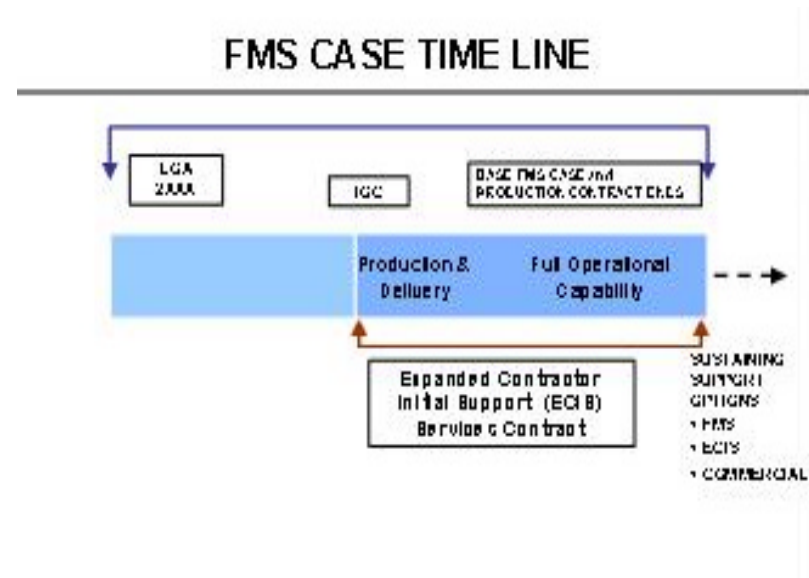
- **Sustainment Strategy**
- **Industry Partnering**
- **Product Integrator (Industry or Government)**
- **“Best Value” Solutions**
- **Technology Insertion**
- **Contractor Configuration Control**
- **Contractor Managed Supply Chain**
- **Performance Metrics**

EXTENDED CONTRACTOR INITIAL SUPPORT (ECIS)

- **Limitations adapting PBL to FMS weapon system sale:**
 - **Weapon systems are purchased/fielded by a PM, but agencies not working or funded by the PM are responsible for sustainment**
 - **Self-sufficiency is often a national priority, with strong preference for Service unique organic depots prevalent amongst military leaders**
 - **Configuration control decision authority is closely held in country**
 - **Most weapon systems are purchased “off-the-shelf, with existing life cycle cost (LCC) strategy already embedded through the weapon system design**
 - **Operational scenarios often quite different (e.g. one main operating base) than USN such that “best value” product support strategy for U.S. forces might not apply in-country**
 - **USG technology transfer policy limitations would apply**
- **However....many concepts would work**

EXTENDED CONTRACTOR INITIAL SUPPORT (ECIS)

- **PBL-like approach in an FMS environment**
 - One overarching FMS case covering weapon system acquisition and follow-on support services
 - Two contracts between the USG and the prime contractor (acting as the product integrator):
 - The traditional weapon system production contract under which the weapon system would be fielded,
 - A long-term follow-on support contract for the delivery of related engineering and logistics products and services once the FMS customer-owned weapon system begins operations in-country



EXTENDED CONTRACTOR INITIAL SUPPORT (ECIS)

- FMS customer offered full organizational (O) and selected intermediate (I) level maintenance capability
- Remainder of maintenance capability performed by a combination of in-country and U.S. commercial companies under responsibility of product integrator. U.S. depot participation if “best value”
- Phase in transition to FMS customer self-sufficiency over time
- Contractor managed supply chain:
 - In-country bond room
 - Assured delivery
 - Expedited transportation
 - Repair of Repairables (ROR management)
- Contractor up-front funding
 - Transportation
 - ROR
 - Consumable replenishment
- Technology insertion with concurrence of FMS customer

EXTENDED CONTRACTOR INITIAL SUPPORT (ECIS)

- Web-based Management Information System / Integrated Data Environment (MIS/IDE) to manage the supply chain and interface with the FMS customer maintenance/supply organization
 - FMS customer would input to the MIS/IDE.
 - FMS customer, USG logisticians, and FMS case administrators would have access
 - Interfaces to FMS system would be developed as required
- Reduced Life Cycle Costs
 - Tailoring and optimization of maintenance tasks using MIS/MDE
 - Reduced FMS customer initial investment
 - FMS customer benefits from contractor investment in reliability improvements
 - FMS customer maintenance of infrastructure is reduced
 - FMS customer MILPERS requirements reduced

SENSITIVITY TO NEEDS OF WARFIGHTER

EXTENDED CONTRACTOR INITIAL SUPPORT (ECIS)

Benefits of PBL-Like Approach in an FMS Environment

- Increases weapon system availability
- Sustains the initial support concept and provides a long-term solution for achieving FMS customer self-sufficiency, incorporating a pre-defined exit plan as desired
- Relies on an augmented in-country industrial capability for long-term success
- Reduces annual operating support costs through
 - Tailored maintenance
 - Improved supply chain management
 - Reduction in FMS customer manning level requirements
 - Best value solutions when fulfilling logistics requirements
- Increases customer satisfaction
- Provides predictable performance and cost based upon FMS customer operational activity